

Message Text

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ORIGIN EB-06

INFO OCT-01 EUR-08 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-05 NSAE-00 RSC-01 FAA-00 L-01 IO-04 OIC-02

SSO-00 INRE-00 /030 R

DRAFTED BY EB/OA/AVP:DBORTMAN:JO

APPROVED BY EB/OA/AVP:DBORTMAN

CAB - STOUT

DOT - FLYNN

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FM SECSTATE WASHDC

TO AMEMBASSY LONDON IMMEDIATE

AMEMBASSY THE HAGUE IMMEDIATE

AMCONSUL MUNICH IMMEDIATE

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E.O. 11652: N/A

TAGS: EAIR, UK, NL

SUBJECT: NORTH ATLANTIC FARES

REF : LONDON 13870

FOR RAYMOND J. WALDMANN, CHAIRMAN, US DELEGATION

AT MUNICH PERICH FOR WALDMANN

1. RAY COLGATE DISCUSSED GENEVA FARE NEGOTIATIONS WITH CAB STAFF ALONG THE ORDER INDICATED IN REFTEL. CAB EXPRESSED FIRST PREFERENCE FOR MONTREUX PACKAGE BUT NOTING THAT THERE APPEARED TO BE SUBSTANTIAL BODY OF OPPOSITION TO MONTREUX INDICATED THAT CAB WOULD NOT NECESSARILY INSIST ON IT BUT WOULD BE AMENABLE TO SMALL MODIFICATIONS INCLUDING CONCEIVABLY ELIMINATION OF APEX AND SOME REDUCTION OF 22-45 DAY EXCURSION. HOWEVER, CAB WOULD HAVE DIFFICULTY IN APPROVING ANY PACKAGE WHICH WOULD HAVE LESS FAVORABLE ECONOMIC RESULTS

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THAN MONTREUX.

2. LATER PAN AM INFORMED US AGREEMENT REACHED ON
PACKAGE ALONG MONTREUX LINES FOR THREE MONTHS ONLY
(FROM NOVEMBER 1) WITHOUT APEX, WITH 20 DOLLARS LOWER
22-45 EXCURSION AND GROUP AFFINITY RATES. ALSO
10 DOLLARS OFF MIAMI AD ONS.

3. FYI: CAB STAFF EXPECTS BOARD WILL APPROVE THIS
AGREEMENT. END FYI. INGERSOLL

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Message Attributes

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